

**Ex-Im Bank Annual Conference Agenda**  
**“Closing the Deal: Export Opportunities and Financing Solutions”**  
*Preliminary agenda as of: 3/12/2007 4:05 PM*

**THURSDAY, APRIL 12, 2007**

**7:30 AM - 8:45 AM**

*Registration/Continental Breakfast*

**9:00 AM**

**Welcome and Chairman's Address (Regency Ballroom)**

James H. Lambright, President and Chairman  
Export-Import Bank of the U.S.

**9:15 AM – 9:35 AM**

**Keynote Address (Regency Ballroom)**

**Susan Schwab**, *United States Trade Representative \*\* (Invited)*

**9:40 AM – 10:30 AM**

**Plenary Discussion (Regency Ballroom)**

**Multi-Billion Dollar African Infrastructure Projects**

Maria Ramos, Group Chief Executive of Transnet, and Brian A. Dames, Managing Director of Eskom will discuss South Africa's plans for major enhancements to the region's electrical and transportation infrastructure. Transnet is a diversified organization whose sole shareholder is the South African government. It operates and controls the major transport infrastructure within South Africa, including rail transportation of freight, port infrastructure and marine related services, port and terminal operations, pumping and managing the storage of petroleum and gas products and other activities. Eskom is a South African government-owned utility that generates, transports, and distributes electricity. It supplies electricity to 95 per cent of South Africa and 60% of the electricity consumed on the African continent.

**10:50 AM – 12:15 PM**

**Concurrent Workshops**

**Ex-Im 101: The Basics**

This session offers a condensed, concise overview of all Ex-Im Bank products. It is a "don't miss" opportunity for newcomers to learn which products best suit their export financing and risk-mitigation needs. For returning Annual Conference attendees, this is a great "refresher" session, and you will hear about new products and innovations since last year.

**The Growing Environmental Market: Ex-Im Financing Solutions for a Winning Sales Strategy**

Does your company need working capital to secure an important international sales order? Have you considered export credit insurance to guarantee that you will get paid or to be able to offer attractive term financing to your buyers? Is buyer financing part of your sales strategy? The answer is yes - with Ex-Im Bank as your partner! Ex-Im Bank is there to assist you in closing the deal that otherwise might not go forward, no matter the size of the export or project! Come listen to how Ex-Im Bank can offer competitive terms, outstanding rates, and an innovative model for small project finance, all of which will help you boost sales and succeed in global markets.

**10:50 AM – 12:15 PM**

**Concurrent Workshops (con't)**

**Housing Finance: Building the Foundation of Developing Economies by Facilitating Affordable Housing Finance Programs. Lessons Learned.**

The OPIC Housing Team will lead a discussion on trailblazing efforts that have started to open the doors for low-income families to access decent well built living dwellings through creative construction finance methods and innovative mortgage financing structures.

By supporting these pilot projects, OPIC has caused the market in many developing countries to take notice that affordable housing can be well made and financially sustainable for all involved.

**Service Industry Projects**

**12:30 PM - 2:00 PM**

**Lunch**

**MOU Kazakhstan Signing Ceremony (Regency Ballroom)**

Ex-Im Bank Chairman James Lambright and Mr. Askar Sembin, President of Development Bank of Kazakhstan will sign a Memorandum of Understanding (MOU) between the Development Bank of Kazakhstan (KDB) and the Export-Import Bank of the United States (Ex-Im). The MOU is intended to develop and expand the framework of cooperation and partnership between the two parties. Under the MOU, Ex-Im Bank and DBK will work together to identify and finance projects that are of mutual interest, including projects in Kazakhstan that could benefit from U.S. exports.

**Small Business Awards Ceremony (Regency Ballroom)**

**2:30 PM – 3:45 PM**

**Concurrent Workshops**

**Rediscover Russia & Eurasia**

This practical workshop is intended for U.S. exporters & investors as well as finance providers who are interested in getting a clear understanding of the true commercial opportunities in Russia & Eurasia, a market of over 250 million individuals. The speakers will give a frank overview of the political/economic/social and financial situation, describe tools available to U.S. companies for proper market entry and real examples of success stories.

**Promoting U.S. Financial Sector Partnerships and Infrastructure Development**

Presentations to highlight how US Trade and Development Agency applies U.S. financial service solutions to infrastructure development challenges. Opportunities and case examples presented by project sponsors in China, Mexico and Romania.

## **Introduction to Private Export Funding Corporation Programs (PEFCO): An Update on PEFCO Programs**

Richard E. Youtz, Senior Vice President will present on PEFCO's primary and secondary long-term programs. Vincent J. Herman, Vice President will present on PEFCO's short- and medium-term secondary market program, the Stand-In Lender Program, and PEFCO's Small Business Initiative.

### **4:00 PM – 5:15 PM Concurrent Workshops**

#### **A Healthy Partnership: Medical Equipment Exporters and Ex-Im Bank**

This session will provide real-world insight into successful medical equipment sales made with Ex-Im Bank support. Philips Medical and other leading equipment manufacturers will share their experiences in making and financing international sales under Ex-Im Bank's Medical Equipment Initiative. Ex-Im Bank staff will provide an overview of coverage available under the program as well as market and credit trends in this important sector.

#### **Ex-Im Online and You: Taking Advantage of the Bank's New IT Platform**

This session will provide an overview of Ex-Im Bank's new online system, to include a report on system rollout and functionality, tips for more effective customer interface, and anticipated system upgrades. Time will be allotted for attendees to work "hands-on" with the system and Ex-Im Bank experts to receive a practical orientation or address specific questions.

#### **Multilateral Development Bank Projects & Financing: Vital Areas of Opportunity for Your Emerging Markets Strategy**

Each year the largest multilateral development banks lend over \$50 billion in public and private sector financing, creating over 50,000 contracts and thousands of private sector investment opportunities. The potential for U.S. exporters, lenders and other businesses is enormous...with the right strategy. Come spend an hour with the five U.S. Advocacy Center liaisons at the major multilaterals and learn about how to develop lucrative business opportunities at the banks. You'll hear from individuals with unique access to information and decision-makers, and learn how a cohesive strategy with the multilaterals can add to your bottom line. Importantly, the panelists will explore unique ways in which Ex-Im Bank and private sector financial institutions can work with the multilateral development banks. This panel is not to miss.

#### **PEFCO Small Business Lender Council**

A discussion with a group of highly experienced Ex-Im Bank lenders that work together with PEFCO to provide short and medium-term export loans for small businesses and that work cooperatively with other lenders, insurance brokers, trade associations and Ex-Im Bank to explore mechanisms to improve Ex-Im Bank's ability to serve the small business exporting community.

### **5:30 PM – 6:30 PM      RECEPTION - Blue Room**

**FRIDAY, APRIL 13, 2007**

**8:00 AM**

**Continental Breakfast (*Exhibit Hall*)**

**9:15 AM**

**Welcome (*Regency Ballroom*)**

James H. Lambright, President and Chairman  
Export-Import Bank of the U.S.

**9:25 AM – 9:45 AM**

**Keynote Address (*Regency Ballroom*)**

**Li Ruogu, Chairman and President,**  
Export-Import Bank of China

**10:00 AM – 11:30 AM**

**Discussions in the Round**

### **Project Opportunities in the Middle East**

A discussion with Middle East experts on the trends in the market, to include infrastructure and energy projects. Focus on opportunities and potential issues relating the large expansion that the region is currently undertaking.

### **The Panama Canal Expansion Project: Be a Part of History by Participating in this \$5.25 Billion Project**

In 1904, the U.S. Army Corps of Engineers took the leading role in managing the largest infrastructure project the world had ever seen, the construction of the Panama Canal. Since then, the Panama Canal has emerged as a vital link in international trade and global supply chains. In 2008, the Panama Canal will undergo its first major expansion at an estimated cost of \$5.25 billion, representing arguably the largest infrastructure project in the Western Hemisphere. You are invited to a special briefing and discussion with the leadership of the Panama Canal Authority, the institution directly responsible for overseeing the project. Come listen to U.S. and Panamanian officials discuss and explain opportunities to assist U.S. engineering, project management, construction, and sub-supplier firms seeking to participate in the contract awards. This is a must session for all who share the belief that the U.S. should play an important role in this next chapter in the history of the Canal.

### **Project Opportunities in Africa**

Since 2004, the World Bank and the African Development Bank have approved almost \$25 billion in financing to public sector and private sector borrowers to develop infrastructure and commercial opportunities. As Multilateral Finance Institutions (MFIs), these two institutions generally follow international procurement best practices and encourage international competition for project implementation. Ex-Im Bank has, in recent years, sought to work cooperatively on project opportunities with these institutions to identify and support opportunities for U.S. exporters. The presenters at this discussion will outline procurement opportunities that are in the pipeline at their respective MFI. This will be a unique chance for U.S exporters to sit down with representatives from these institutions to discuss project specific information. Additional information will be provided to ensure that you can properly register with each institution to explore the procurement opportunities available. Sufficient time has been set aside during this session to insure that your questions will be answered.

**11:30 AM – ADJOURN**

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